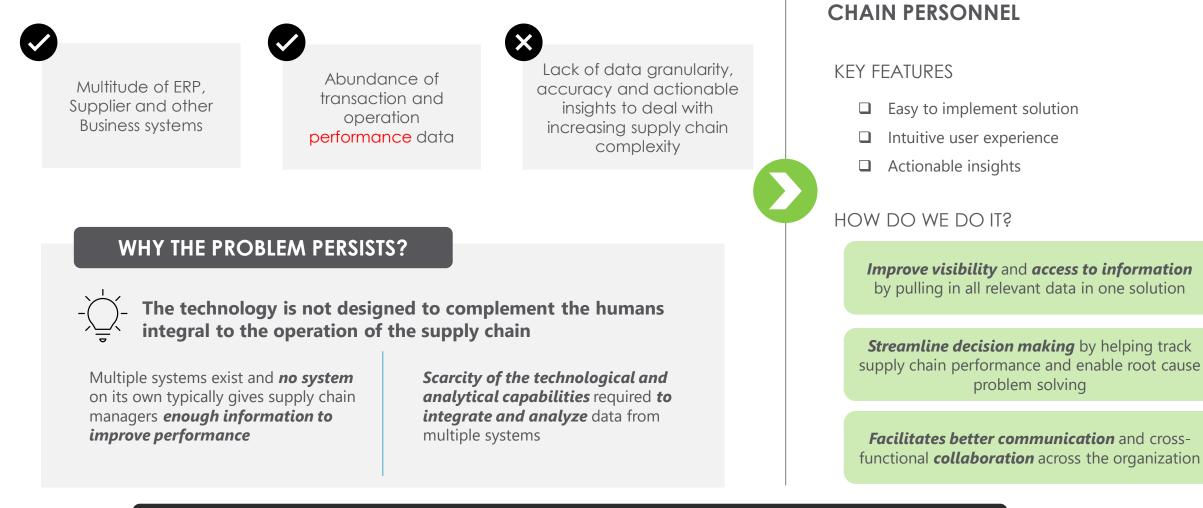# Brillio Supply Chain 360

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CHALLENGES FOR HI-TECH INDUSTRY

❑ Shrinking product lifecycle - The hype train drives technology companies to continually reduce their end-to-end product lifecycles

❑ Volatility - Innovation and obsolescence are the watchwords because of Big-bang disruptors

❑ Relentless cost pressure – Competition and customer expectation

❑ Hyper personalized Customer experience – Ways of purchase to fulfilment is ever changing with expectations for Supply Chain to be responsive and flexible in this era of digitization

❑ Sustainability – Environmental & regulatory requirements like products at end of life (e-waste), material collection, recovery, recycling and destruction/disposal

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Executive Summary

Most large and mid-size organizations do not have a dearth of *investment in supply chain technology*…

✓ Multitude of ERP, Supplier and other Business systems

✓ Abundance of transaction and operation performance data

✗ Lack of data granularity, accuracy and actionable insights to deal with increasing supply chain complexity

WHY THE PROBLEM PERSISTS?

The technology is not designed to complement the humans integral to the operation of the supply chain

Multiple systems exist and **no system** on its own typically gives supply chain managers **enough information to improve performance**

Scarcity of the technological and analytical capabilities required *to integrate and analyze* data from multiple systems

BRILLIO'S APPROACH MAKES THE TECHNOLOGY WORK FOR THE SUPPLY CHAIN PERSONNEL

KEY FEATURES

☐ Easy to implement solution

☐ Intuitive user experience

☐ Actionable insights

HOW DO WE DO IT?

Improve visibility and *access to information* by pulling in all relevant data in one solution

Streamline decision making by helping track supply chain performance and enable root cause problem solving

Facilitates better communication and cross-functional *collaboration* across the organization

OUTCOME WE COMMIT : A CUSTOMER EXPERIENCE LEAD SUPPLY CHAIN FUNCTION

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What is Brillio's SC360 solution?

A one stop Supply Chain *decision management solution* to enable personalized delivery of insights and improved visibility powered by advanced analytics and collaboration capabilities.

INVENTORY TURN

+10% cost savings

FORECAST ACCURACY

< 30 % error

WAREHOUSING COST

+5% saved

IMPACT DEMONSTRATED

+5% improvement

ORDER PROCESSING LEAD TIME

+20% saved

PRODUCTIVITY

+25% saved

FREIGHT COST

USER GROUPS BENEFITTED

Supply Planning Demand Planning Order Operations Inventory Planning S&OP and Deal engagement Supply Chain Executive

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What are the typical business challenges addressed by this solution?

BLACK BOX SYSTEM OF RECORDS

- Data spread across multiple systems which are difficult to access data directly from

- Extensive manipulation to gain meaningful insights

DISPARATE PLANNING TOOLS

- No consolidated tool with end-to-end supply chain view

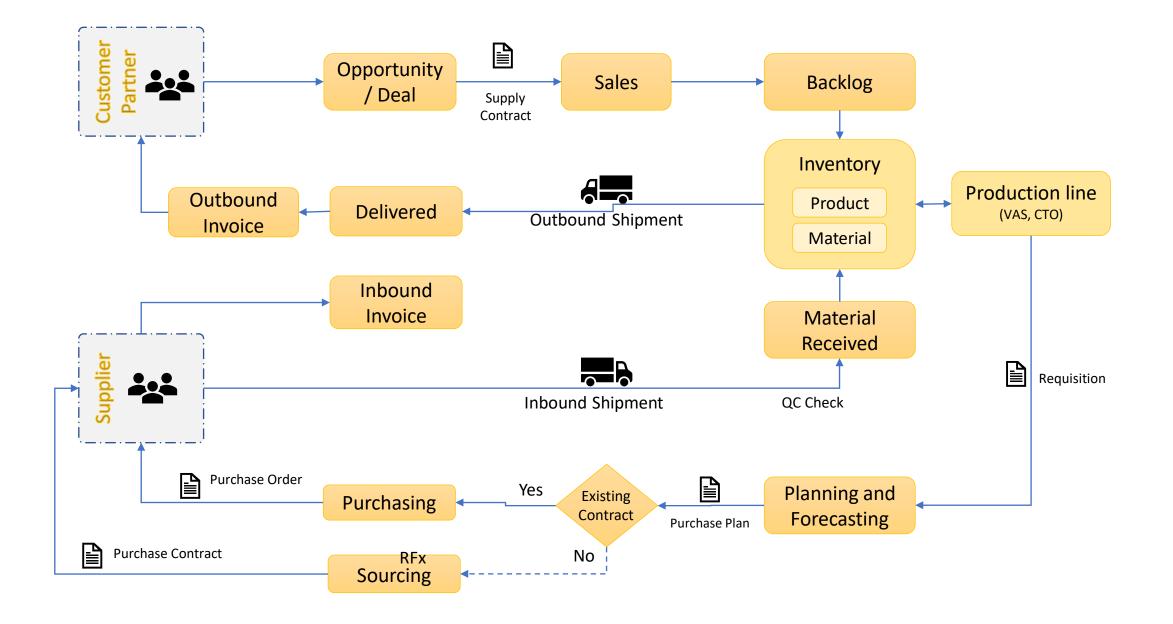- Extensive collaboration over e-mails/phone to reconcile data

BACKWARD LOOKING ANALYSIS

- Missed opportunity to incorporate leading indicators in planning

- Absence of demand planning insights at different org levels

OVERWHELMED WITH DATA

- Difficulty accessing **relevant** information in **timely** manner

- Lack of a single source of truth

YOU *DON'T NEED TO ADD ANOTHER REPORTING SYSTEM* **TO THE MIX**

Existing data sources **+** System of records **+** System of insights **>** **Persona-driven System of Engagement**

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360 Coverage of Supply Chain

Optimize CuEx, Cost, Speed and Effectiveness of Supply Chain

Customer Partner

Opportunity / Deal

Supply Contract

Sales

Backlog

Inventory
- Product
- Material

Production line (VAS, CTO)

Outbound Invoice

Delivered

Outbound Shipment

Inbound Invoice

Material Received

Supplier

Inbound Shipment

QC Check

Requisition

Purchase Order

Purchasing

Yes

Existing Contract

No

Purchase Plan

Planning and Forecasting

Purchase Contract

RFx Sourcing

TOPOGRAPHERS — Deal Engagement

PROPHETS — Demand Planning

STRATEGIZER — Supply Planning

RESPONDERS — Order Management

TROUBLESHOOTERS — SC Order Management

MONITORS — Inventory Planning

A dichotomous pattern – Manage by objective or by exception in tandem means that we cannot have a "designed for workflow" alone, but design flexibility to allow the user to switch/monitor, quickly, other points of interest or exception & recovery

Designing specific pivot points allows the user to be served seamlessly as they move from one mode to the other, while still retaining a situational awareness on the same.

What does the end state vision look like...

April 23rd, 2020 2:27 PM

Inventory Management

Home | Products Revenue | Logistics | Forecast

POINTS COVERED

- TRACKING AND COMMUNICATION
- OPERATIONAL STATUS.
- PLANNING AND COLLABORATION
- ORDER STATUS AND HISTORY
- SYSTEM INSIGHTS / UPDATES
- SHORTAGE AND AVAILABILITY

STATUS & STATUS BASED SECTIONS

TRACKING AND ACTION

SCHNEIDERMAN MODEL

- OVERVIEW (SITUATIONAL AWARENESS)
- ZOOM
- DETAIL ON DEMAND

OPERATIONAL STATUS

SORT BY: NEWEST

SECTIONS & REPORTS

INSIGHTS

TODAY

🔴 Storage house 0001
SKU #JD17619 order delivery failed. 11:02am

🟢 SKU #JD1723 delivery successfully. 4:24pm
Product installation initiated.

SKU #JD1723 Cancelled order. 4:24pm
...ulent order. More info required

INSIGHTS

02
ORDER THIS WEEK

05
TOTAL ORDERS

06
ORDER PENDING

WEEKS INVENTORY

INVENTORY ...TI.. AREA

TASK TRACKER & COMMUNICATION

Full view

Collaborate 1 | Share | Download

WEEKS OF INVENTORY

INVENTORY & TARGETS

200 400 600

W6
W5
W4
W3
W2

Region 1
Region 3
Region 4

TRACKING | COMMUNICATION 5

SKU #JD092B-EMEA

DATA WITH DRILL DOWN & COLLABORATION

TODAY

Supply Manager
"Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor 11:02am

Contractor
"Lorem ipsum dolor sit amet, consectetur 11:02am

What are the value creation drivers in Brillio's solution?

The four pillars of the solution will enable hi-tech organizations to **achieve operational efficiency and improve planner experience** within the team. We adopt a **design thinking lead approach** to bring relevant solution components to accelerate your journey to end state vision
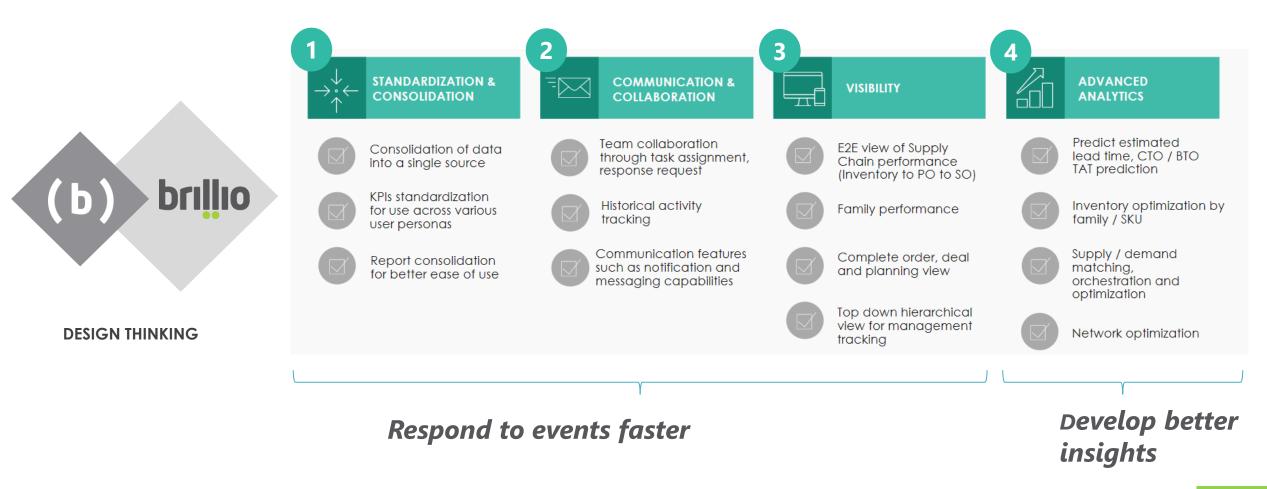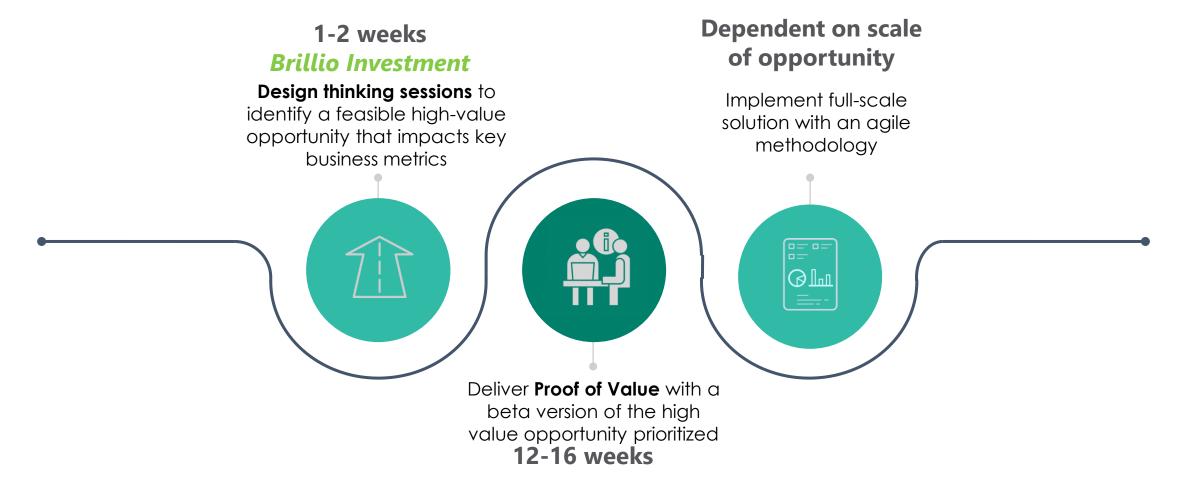
DESIGN THINKING

1 STANDARDIZATION & CONSOLIDATION

- Consolidation of data into a single source
- KPIs standardization for use across various user personas
- Report consolidation for better ease of use

2 COMMUNICATION & COLLABORATION

- Team collaboration through task assignment, response request
- Historical activity tracking
- Communication features such as notification and messaging capabilities

3 VISIBILITY

- E2E view of Supply Chain performance (Inventory to PO to SO)
- Family performance
- Complete order, deal and planning view
- Top down hierarchical view for management tracking

4 ADVANCED ANALYTICS

- Predict estimated lead time, CTO / BTO TAT prediction
- Inventory optimization by family / SKU
- Supply / demand matching, orchestration and optimization
- Network optimization

Respond to events faster

Develop better insights

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How do we engage?

1-2 weeks
Brillio Investment

Design thinking sessions to identify a feasible high-value opportunity that impacts key business metrics

Dependent on scale of opportunity

Implement full-scale solution with an agile methodology

Deliver **Proof of Value** with a beta version of the high value opportunity prioritized
12-16 weeks

BRILLIO ENABLERS LEVERAGED BASED ON ANALYTICS MATURITY

DESIGN THINKING LEAD DISCOVERY SESSIONS	USE CASE PRIORITIZATION FRAMEWORK	SUPPLY CHAIN OPTIMIZATION SUITE – ADVANCED ANALYTICS WORKBENCH	CRED - BI RATIONALIZATION FRAMEWORK	SUPPLY CHAIN KPI LIBRARY AND BI TEMPLATES	DATA INGESTION & QUALITY FRAMEWORKS

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